

C-2 THE VALUATION PROCESS

Definition of Problem
 Identification of Real Estate
 Identification of Property Rights to be Valued
 Date of Value Estimate
 Use of Appraisal
 Definition of Value

PRELIMINARY ANALYSIS, DATA SELECTION AND COLLECTION

General
 Social
 Economic
 Governmental
 Environmental

Specific
 (Subject and Comps)
 Sales
 Cost
 Income/Expense
 Site Improvements

HIGHEST AND BEST USE ANALYSIS

Land as though Vacant
 Property as Improved

LAND VALUE ESTIMATE**Application of the Three Approaches**

Sales Comparison

Income Capitalization

Cost

RECONCILIATION OF VALUE
INDICATIONS AND FINAL VALUE ESTIMATE

REPORT OF DEFINED VALUE